



Global Credit Express

Loans to U.S. Exporters

Ex-Im Credit & Finance for U.S. Exports

- Assumes Exporters' collection risks
- Incentivizes Banks to provide Export Finance
- And, makes **Direct Loans** to U.S. Exporters or Foreign Buyers.



Global Credit Express – Term Sheet

Borrower: A U.S. company exporting U.S. goods/services

Purpose: for finance of the business of exporting rather than specific export transactions

Amount: Max. \$500,000

Type: Line of credit

Period: six months or one year

Interest Rate: Ex-Im CIRR* + 3.25% p.a. fixed

Fees: \$500 Application; \$2500 Referral Fee; 2.0% flat Exposure Fee on amount of Line of Credit; Legal Fees est. \$1500 - \$3000

*CIRR: currently 1.58% fixed; see

<http://www.exim.gov/tools/commercialinterestreferencrates/>

Global Credit Express – Term Sheet (2)

Collateral: (i) a first or second perfected security interests in the general assets of the Borrower.
(ii) owner(s) with 20% or more ownership provide personal guarantee(s)

Documentation: (i) Application Package, (ii) Ex-Im Commitment Letter w/Term Sheet, (iii) Loan, Credit and Guarantee Agreement; (iv.) Promissory Note.

Global Credit Express – Eligible Borrowers

- is a small business by SBA definition
- min. three years of revenue producing operations
- one year of exporting experience
- no tax liens or judgments
- exports goods made in USA or services performed by U.S. citizens
- possesss a business FICO score of 170 or higher

Global Credit Express – successful Applicants

- meet the eligibility standards
- have a financial requirement beneath the “appetite level” of their commercial bankers
- have a net worth and annual cash flow beneath the “appetite” of their commercial bankers
- could obtain a favorite bank reference, based on their handling of deposit and payroll accounts
- have a measurable year of exports on which to base a line of credit amount
- have reasonable and believable projections of exports on which to base a line of credit amount

Global Credit Express – Application/Next Steps

1. Originator submits Application to any Ex-Im Bank Regional Office or to Jim Newton, VP, Small Business Finance Division – SBFD.
2. Exporter receives an Application Package from SBFD.
3. Complete Parts A & B of the Package; submit with Application Fee to the Originator.
4. Submit financial statements, P.O.s, Export Ledger, A/R, Inventory, etc. to SBFD.
5. Receive a Commitment Letter from Ex-Im/SBFD, copied to your Originator.
6. Accept the Commitment and the Term Sheet, and pay the Legal Fees and Ex-Im Exposure Fee.
7. Sign Loan Documents sent to you by Ex-Im's Outside Counsel.
8. Draw the loan and pay the Originator their Referral Fee.

Global Credit Express and Bankers

- Originators – “OFIs” may assist their Exporting clients to complete the Application, earning the App. Fee
- Originators sign documentation with Ex-Im Bank may then receive the \$2500 Referral Fee.
- 26 Originators nationwide, including non-financial institutions such as Ex-Im insurance brokers, and economic development organizations
- Bankers can keep their client when they refer them to *Global Credit Express*; the idea is that Ex-Im incubates the Exporter until he can qualify for commercial finance in the Working Capital Guarantee Programs of Ex-Im Bank and/or SBA.

Ex-Im Bank – Small Business Finance Division

Greg Moore

Export-Import Bank of the United States

2302 Martin Court

Irvine, CA 92612

Tel: 949-224-4245

gregory.moore@exim.gov

Ex-Im Bank USA Regional Offices

CITY	CONTACT	TELEPHONE
Atlanta	Susan Kintanar	404-897-6082
Chicago	Michael Howard	312-353-8081
Dallas	Kelly Kemp	214-551-4959
Detroit	John Toles	313-309-4158
Houston	Patrick Crilley	281-721-0470
Los Angeles	David Josephson	949-660-0726
Miami	Sharyn Koenig	305-526-7436 x.17
Minneapolis	Denis Griffin	612-348-1213
New York	Tom Cummings	212-809-2652
San Francisco	Jim Lucchesi	415-705-2285
Seattle	John Brislin	206-728-2264